CONTRACT



WIVB 2077 Elmwood Ave. Buffalo, NY 14207 (716) 874-4410

And:

Smart Media Group 814 King Street Suite 400 Alexandria, VA 22314 USA

	Contract / Rev	vision	\neg	Alt Order #			
	907936	/		25249667			
<u>Product</u>							
ORDER							
Contract Dates	Estimate #						
10/04/16 - 10/10/16	C04C10						
<u>Advertiser</u>			Ori	ginal Date /	Revision		
POL/Tom Reed			0	7/22/16	/ 10/05/16		
	Billing Cycle	Billing	lling Calendar		Cash/Trade		
	EOM/EOC	Broadcast			Cash		
	Property	Account Executive		xecutive	Sales Office		
	WIVB	Katz W	/ash	nington	Katz/Washingto		
	Special Handl	ing					
	<u>Demographic</u>						
	Adults 35+						
	Agy Code	Advertiser Code REENY		Code	Product 1/2		
	9912891				ORDR		
	Agency Ref			Advertiser	Ref		
	IN10086/SP6681/TO13						

	Start/End		Spots/				
*Line Ch Start Date End Date Description	Time	Days	Length Week	Rate Rtn	Type Spo	ots	Amount
D 1 WIVB 10/05/16 10/05/16 Price Is Right	M-F 11a-12p		:30		NM	0	\$0.00
D 2 WIVB 10/07/16 10/07/16 Price Is Right	M-F 11a-12p		:30		NM	0	\$0.00
N 3 WIVB 10/10/16 10/10/16 Price Is Right	M-F 11a-12p		:30		NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/10/16 10/16/16 1 1	Rate						
Week: 10/10/16 10/16/16 1 1 Spot Ch Date Range Description	\$150.00 Start/End Time	Weekdays	s Length	Rate	Type		
1 WIVB 10/10/16-10/16/16 Price Is Right	M-F 11a-12p	M		\$150.00	NM		
Credited				,			
D 4 WIVB 10/04/16 10/04/16 News 4 @ Noon	M-F 12p-1230p		:30		NM	0	\$0.00
D 5 WIVB 10/06/16 10/06/16 News 4 @ Noon	M-F 12p-1230p		:30		NM	0	\$0.00
D 6 WIVB 10/10/16 10/10/16 News 4 @ Noon	M-F 12p-1230p		:30		NM	0	\$0.00
N 7 WIVB 10/09/16 10/09/16 Su Face/Nation 1030-1130a	Su Face/Nation 10	(:30		NM	1	\$100.00
Start Date End Date Weekdays Spots/Week	Rate						
Week: 10/03/16 10/09/161 1	\$100.00						
N 12 WIVB 10/04/16 10/04/16 Early Morning Wake Up M-F Start Date End Date Weekdays Spots/Week			:30		NM	1	\$100.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/03/16 10/09/16 -1 1	<u>Rate</u> \$100.00						
N 13 WIVB 10/05/16 10/05/16 Early Morning Wake Up M-F	M-F 5a-559a		:30		NM	1	\$100.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>						*******
Week: 10/03/16 10/09/161 1	\$100.00						
N 14 WIVB 10/06/16 10/06/16 Early Morning Wake Up M-F			:30		NM	1	\$100.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/03/16 10/09/161 1	<u>Rate</u> \$100.00						
N 15 WIVB 10/07/16 10/07/16 Early Morning Wake Up M-F	<u> </u>		:30		NM	1	\$100.00
Start Date End Date Weekdays Spots/Week	Rate		.30		INIVI	'	φ100.00
Week: 10/03/16 10/09/161 1	\$100.00						
N 16 WIVB 10/10/16 10/10/16 Early Morning Wake Up M-F	M-F 5a-559a		:30		NM	1	\$100.00
Start Date End Date Weekdays Spots/Week	Rate						
Week: 10/10/16 10/16/16 1 1	\$100.00						
N 17 WIVB 10/04/16 10/04/16 Wake Up Early AM 559-7a Start Date End Date Weekdays Spots/Week	M-F 559a-7a		:30		NM	1	\$195.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>				ı		

(* Line Transactions: N = New, E = Edited, D = Deleted)

Contract Agreement Between: Print Date 10/06/16 Page 2 of 5



	Contract / Revision 907936 /	Alt Order # 25249667
Contract Dates 10/04/16 - 10/10/16		Estimate # C04C10

<u>Advertiser</u>	Original Date / Revision
POL/Tom Reed	07/22/16 / 10/05/16

*Line Ch Start Date End Date Description	Start/End Time Days Lo	Spots/ ength Week Rate Rtn	Type Spots	Amount
Start Date End Date Weekdays Spots/Week Week: 10/03/16 10/09/16 -1 1	<u>Rate</u> \$195.00			
N 18 WIVB 10/05/16 10/05/16 Wake Up Early AM 559-7a Start Date End Date Weekdays Spots/Week Week: 10/03/16 10/09/161 1		:30	NM 1	\$195.00
N 19 WIVB 10/06/16 10/06/16 Wake Up Early AM 559-7a Start Date End Date Weekdays Spots/Week Week: 10/03/16 10/09/161 1	M-F 559a-7a <u>Rate</u> \$195.00	:30	NM 1	\$195.00
N 20 WIVB 10/10/16 10/10/16 Wake Up Early AM 559-7a Start Date End Date Weekdays Spots/Week Week: 10/10/16 10/16/16 1 1	M-F 559a-7a <u>Rate</u> \$195.00	:30	NM 1	\$195.00
N 21 WIVB 10/04/16 10/04/16 M-F Early Show 7a-9a Start Date End Date Weekdays Spots/Week Week: 10/03/16 10/09/16 -1 1	M-F Early Show 7a Rate \$75.00	:30	NM 1	\$75.00
N 22 WIVB 10/05/16 10/05/16 M-F Early Show 7a-9a <u>Start Date</u> End Date Weekdays Spots/Week Week: 10/03/16 10/09/161 1	M-F Early Show 7a <u>Rate</u> \$75.00	:30	NM 1	\$75.00
N 23 WIVB 10/06/16 10/06/16 M-F Early Show 7a-9a Start Date End Date Weekdays Spots/Week Week: 10/03/16 10/09/161 1	M-F Early Show 7a <u>Rate</u> \$75.00	:30	NM 1	\$75.00
N 24 WIVB 10/07/16 10/07/16 M-F Early Show 7a-9a Start Date End Date Weekdays Spots/Week Week: 10/03/16 10/09/161 1	M-F Early Show 7a <u>Rate</u> \$75.00	:30	NM 1	\$75.00
N 25 WIVB 10/10/16 10/10/16 M-F Early Show 7a-9a Start Date End Date Weekdays Spots/Week Week: 10/10/16 10/16/16 1 1	M-F Early Show 7a <u>Rate</u> \$75.00	:30	NM 1	\$75.00
N 26 WIVB 10/08/16 10/08/16 Saturday Wknd Wake Up R <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/03/16 10/09/161 1	ESa 6a-8a <u>Rate</u> \$75.00	:30	NM 1	\$75.00
N 27 WIVB 10/08/16 10/08/16 CBS This Morning Saturday <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/03/16 10/09/161 1	Sa 8a-10a <u>Rate</u> \$100.00	:30	NM 1	\$100.00
N 28 WIVB 10/09/16 10/09/16 Su Wknd Wakeup 6a-8a RE Start Date End Date Weekdays Spots/Week Week: 10/03/16 10/09/161 1	NSu Wknd Wakeup <u>Rate</u> \$65.00	:30	NM 1	\$65.00
D 29 WIVB 10/09/16 10/09/16 CBS Sunday Morn 9a-1030a	a CBS Sunday Morn	:30	NM 0	\$0.00
N 30 WIVB 10/04/16 10/04/16 M-F 5p News 5-6p <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/03/16 10/09/16 -1 1	M-F 5p News 5-6p <u>Rate</u> \$200.00	:30	NM 1	\$200.00
N 31 WIVB 10/05/16 10/05/16 M-F 5p News 5-6p Start Date End Date Weekdays Spots/Week Week: 10/03/16 10/09/161 1	M-F 5p News 5-6p Rate \$200.00	:30	NM 0	\$0.00
Spot Ch Date Range Description 1 WIVB 10/03/16-10/09/16 M-F 5p News 5-6p Credited	Start/End Time Weekdays M-F 5p News 5-6pW	<u>Length</u> <u>Rate</u> :30 \$200.00	<u>Type</u> <i>NM</i>	
N 32 WIVB 10/06/16 10/06/16 M-F 5p News 5-6p Start Date End Date Weekdays Spots/Week Week: 10/03/16 10/09/161 1	M-F 5p News 5-6p <u>Rate</u> \$200.00	:30	NM 0	\$0.00
Spot Ch Date Range Description 1 WIVB 10/03/16-10/09/16 M-F 5p News 5-6p Credited	Start/End Time Weekdays M-F 5p News 5-6pTh		<u>Type</u> <i>NM</i>	

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Contract Agreement Between: Print Date 10/06/16 Page 3 of 5

<u>Advertiser</u>

POL/Tom Reed



	 Alt Order # 25249667
<u>Contract Dates</u> 10/04/16 - 10/10/16	Estimate # C04C10

Original Date / Revision 07/22/16 / 10/05/16

*Line Ch Start Date End Date Description	Start/End Time	Days Length	Spots/ Week Rate Rtn Type	Spots	Amount
N 33 WIVB 10/05/16 10/05/16 M-F News 4 @ 6pm	M-F News 4 @ 6pn <u>Rate</u> \$400.00	:30	NM	1	\$400.00
N 34 WIVB 10/07/16 10/07/16 M-F News 4 @ 6pm	M-F News 4 @ 6pn <u>Rate</u> \$400.00	:30	NM	1	\$400.00
N 35 WIVB 10/05/16 10/05/16 M-F CBS Even News 630-6	5{M-F CBS Even Ne\ <u>Rate</u> \$450.00	:30	NM	1	\$450.00
D 36 WIVB 10/08/16 10/08/16 Sa/Su EN 6-630p	Sa/Su EN 6-630p	:30	NM	0	\$0.00
N 37 WIVB 10/04/16 10/04/16 LF M-F The Late Show Start Date End Date Weekdays Spots/Week Week: 10/03/16 10/09/16 -1 1	LF M-F The Late S <u>Rate</u> \$75.00	:30	NM	1	\$75.00
N 38 WIVB 10/05/16 10/05/16 LF M-F The Late Show Start Date End Date Weekdays Spots/Week Week: 10/03/16 10/09/161 1	LF M-F The Late S <u>Rate</u> \$75.00	:30	NM	1	\$75.00
N 39 WIVB 10/10/16 10/10/16 LF M-F The Late Show Start Date End Date Weekdays Spots/Week Week: 10/10/16 10/16/16 1 1	LF M-F The Late S <u>Rate</u> \$75.00	:30	NM	1	\$75.00
N 40 WIVB 10/08/16 10/08/16 M-Su Overnight Start Date End Date Weekdays Spots/Week Week: 10/03/16 10/09/161 1	M-Su Overnight 13: <u>Rate</u> \$10.00	:30	NM	1	\$10.00
N 41 WIVB 10/08/16 10/08/16 M-Su Late Fringe <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/03/16 10/09/161 1	M-Su 1135p-135a <u>Rate</u> \$15.00	:30	NM	1	\$15.00
N 42 WIVB 10/08/16 10/08/16 M-Su Late Fringe Start Date End Date Weekdays Spots/Week Week: 10/03/16 10/09/16 1 1	M-Su 1135p-135a <u>Rate</u> \$30.00	:30	NM	1	\$30.00
N 43 WIVB 10/09/16 10/09/16 M-Su Late Fringe Start Date End Date Weekdays Spots/Week Week: 10/03/16 10/09/16 1 1	M-Su 1135p-135a <u>Rate</u> \$15.00	:30	NM	1	\$15.00
N 44 WIVB 10/09/16 10/09/16 M-Su Late Fringe Start Date End Date Weekdays Spots/Week Week: 10/03/16 10/09/161 1	M-Su 1135p-135a <u>Rate</u> \$25.00	:30	NM	1	\$25.00
N 45 WIVB 10/04/16 10/04/16 M-Su 11-1135p <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/03/16 10/09/16 -1 1	M-Su 11-1135p <u>Rate</u> \$240.00	:30	NM	1	\$240.00
N 46 WIVB 10/05/16 10/05/16 M-Su 11-1135p <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/03/16 10/09/161 1	M-Su 11-1135p <u>Rate</u> \$240.00	:30	NM	1	\$240.00
N 47 WIVB 10/10/16 10/10/16 M-Su 11-1135p <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/10/16 10/16/16 1 1	M-Su 11-1135p <u>Rate</u> \$240.00	:30	NM	1	\$240.00
N 48 WIVB 10/08/16 10/08/16 M-Su 11-1135p <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/03/16 10/09/161 1	M-Su 11-1135p <u>Rate</u> \$200.00	:30	NM	1	\$200.00
N 49 WIVB 10/09/16 10/09/16 M-Su 11-1135p <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/03/16 10/09/161 1	M-Su 11-1135p <u>Rate</u> \$200.00	:30	NM	1	\$200.00

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Contract Agreement Between: Print Date 10/06/16 Page 4 of 5

POL/Tom Reed



	Contract / Revision 907936 /	<u>Alt Order #</u> 25249667
Contract Dates 10/04/16 - 10/10/16	Product ORDER	Estimate # C04C10
Advertiser	<u>Or</u>	iginal Date / Revision

07/22/16 / 10/05/16

	Start/End	Spots/		
*Line Ch Start Date End Date Description	Time	•	n Type Spots	Amount
Start Date End Date Weekdays Spots/Week	<u>Rate</u>			
N 50 WIVB 10/04/16 10/04/16 M-F 658-730p	M-F 658-730p	:30	NM 1	\$350.00
Start Date End Date Weekdays Spots/Week Week: 10/03/16 10/09/16 -1 1	<u>Rate</u> \$350.00			
N 51 WIVB 10/06/16 10/06/16 M-F 658-730p	M-F 658-730p	:30	NM 1	\$350.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/03/16 10/09/161 1	<u>Rate</u> \$350.00			
N 52 WIVB 10/10/16 10/10/16 M-F 658-730p	M-F 658-730p	:30	NM 0	\$0.00
Start Date End Date Weekdays Spots/Week	Rate	.50	INIVI	φ0.00
Week: 10/10/16 10/16/16 1 1	\$350.00			
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	<u>Type</u>	
1 WIVB 10/10/16-10/16/16 M-F 658-730p Credited	M-F 658-730p	M::30 \$350.00	NM	
D 53 WIVB 10/07/16 10/07/16 Friday 10-11p	Friday 10-11p	:30	NM 0	\$0.00
D 54 WIVB 10/09/16 10/09/16 NFL Regular Season FB	NFL Regular Seaso	:30	NM 0	\$0.00
N 55 WIVB 10/04/16 10/04/16 M-F 430a-5a Wake Up Early	y M-F 430a-5a Wake	:30	NM 1	\$15.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/03/16 10/09/16 -1 1	<u>Rate</u> \$15.00			
N 56 WIVB 10/06/16 10/06/16 M-F 430a-5a Wake Up Early	· · · · · · · · · · · · · · · · · · ·	: :30	NM 1	\$15.00
Start Date End Date Weekdays Spots/Week	Rate	.50	INIVI	φ15.00
Week: 10/03/16 10/09/161 1	\$15.00			
N 57 WIVB 10/07/16 10/07/16 M-F 430a-5a Wake Up Early		:30	NM 1	\$15.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/03/16 10/09/161 1	<u>Rate</u> \$15.00			
N 58 WIVB 10/10/16 10/10/16 M-F 430a-5a Wake Up Early	· · · · · · · · · · · · · · · · · · ·	: :30	NM 1	\$15.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>			ψ.σ.σσ
Week: 10/10/16 10/16/16 1 1	\$15.00			
D 59 WIVB 10/10/16 10/10/16 Monday Prime Hour 3	Monday 10p-11p	:30	NM 0	\$0.00
D 60 WIVB 10/04/16 10/04/16 Tuesday Prime Hour 3	Tuesday 10p-11p	:30	NM 0	\$0.00
D 61 WIVB 10/05/16 10/05/16 Wednesday Prime Hour 3	Wednesday 10p-11	:30	NM 0	\$0.00
N 62 WIVB 10/07/16 10/07/16 Friday 758-9p	Friday 758-9p	:30	NM 1	\$450.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/03/16 10/09/161 1	Rate \$450.00			
D 63 WIVB 10/09/16 10/09/16 Sunday 7-8p	Sunday 7-8p	:30	NM 0	\$0.00
N 64 WIVB 10/09/16 10/09/16 Sunday 9-11p	9-11p	:30	NM 1	\$650.00
Start Date End Date Weekdays Spots/Week	Rate			Ψ000.00
Week: 10/03/16 10/09/161 1	\$650.00			
N 65 WIVB 10/05/16 10/05/16 News 4 @ Noon	M-F 12p-1230p	:30	NM 1	\$225.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/03/16 10/09/161 1	<u>Rate</u> \$225.00			
N 66 WIVB 10/06/16 10/06/16 News 4 @ Noon	M-F 12p-1230p	:30	NM 1	\$225.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>			•
Week: 10/03/16 10/09/161 1	\$225.00			
N 67 WIVB 10/07/16 10/07/16 News 4 @ Noon Start Date End Date Weekdays Spots/Week	M-F 12p-1230p Rate	:30	NM 1	\$225.00
Week: 10/03/16 10/09/161 1	\$225.00			
N 68 WIVB 10/05/16 10/05/16 M-F News 4 At 4p	M-F News 4 At 4p	:30	NM 1	\$125.00
Start Date End Date Weekdays Spots/Week	Rate		l	

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Contract Agreement Between: Print Date 10/06/16 Page 5 of 5

POL/Tom Reed



	Contract / Revision	Alt Order #
	907936 /	25249667
Contract Dates 10/04/16 - 10/10/16	Product ORDER	Estimate #
		00.0.0
Advertiser	Or	iginal Date / Revision

07/22/16 / 10/05/16

				Start/End		Spots/				
*Line Ch Start	Date End D	ate Description	n	Time	Days	Length Week	Rate Rtn	Type Spo	ts	Amount
Start Date Week: 10/03/16	End Date 10/09/16	<u>Weekdays</u> 1	Spots/Week 1	<u>Rate</u> \$125.00						
N 69 WIVB 10/06 <u>Start Date</u> Week: 10/03/16	/16 10/06/1 <u>End Date</u> 10/09/16	6 M-F News Weekdays 2	4 At 4p Spots/Week 2	M-F News 4 At 4p <u>Rate</u> \$125.00		:30		NM	2	\$250.00
N 70 WIVB 10/07 Start Date Week: 10/03/16		6 M-F News Weekdays 1	4 At 4p Spots/Week 1	M-F News 4 At 4p <u>Rate</u> \$125.00		:30		NM	1	\$125.00
N 71 WIVB 10/10 Start Date Week: 10/10/16		6 M-F News <u>Weekdays</u> 1	4 At 4p Spots/Week 1	M-F News 4 At 4p <u>Rate</u> \$125.00		:30		NM	1	\$125.00
N 72 WIVB 10/09 Start Date Week: 10/03/16	/16 10/09/1 End Date 10/09/16	6 CBS Sunda <u>Weekdays</u> 1	ay Morn 9a-1030 <u>Spots/Week</u> 1	a CBS Sunday Morn <u>Rate</u> \$400.00		:30		NM	1	\$400.00
N 73 WIVB 10/10 Start Date Week: 10/10/16	/16 10/10/1 End Date 10/16/16	6 Price Is Riç <u>Weekdays</u> 1	ght <u>Spots/Week</u> 1	M-F 11a-12p <u>Rate</u> \$350.00		:30		NM	1	\$350.00
N 74 WIVB 10/10/ Start Date Week: 10/10/16	/16 10/10/1 <u>End Date</u> 10/16/16	6 M-F 658-73 <u>Weekdays</u> 1	30p Spots/Week 1	M-F 658-730p <u>Rate</u> \$500.00		:30		NM	1	\$500.00
N 75 WIVB 10/07 <u>Start Date</u> Week: 10/03/16	/16 10/07/1 <u>End Date</u> 10/09/16	6 M-F 9a-10a <u>Weekdays</u> 1	a <u>Spots/Week</u> 1	9a-10a <u>Rate</u> \$50.00		:30		NM	1	\$50.00
					Totals	0.00		5	5	\$9,345.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
09/26/16 -10/10/16	55	\$9,345.00	(\$1,401.75)	\$7,943.25
Totals	55	\$9,345.00	(\$1,401.75)	\$7,943.25

Signature:	Date:	